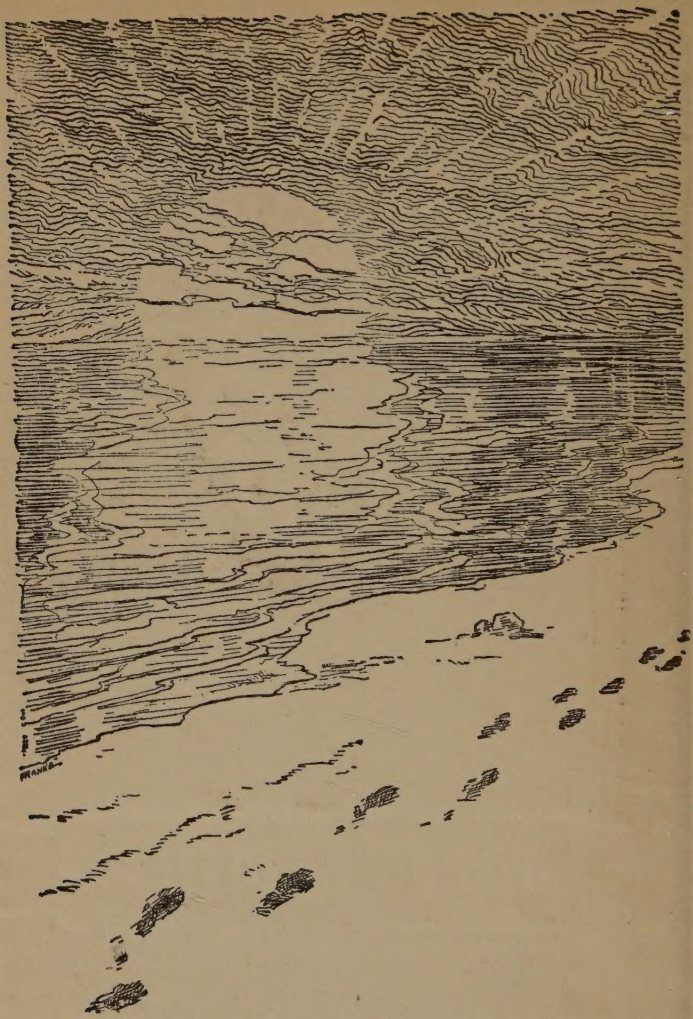
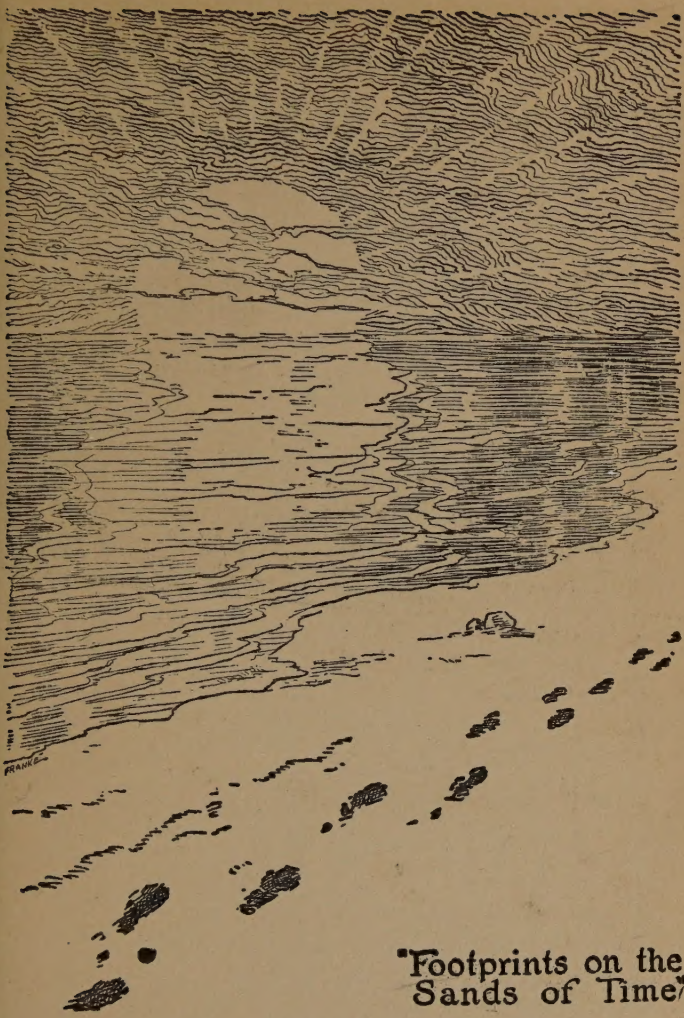
The SECRET of the AGES

ROBERT COLLIER

"Yours is the World and everything that's in it."





"Footprints on the Sands of Time"

The Secret of the Ages

In Seven Volumes

VOLUME FIVE

The SECRET of THE AGES

ROBERT COLLIER

VOLUME FIVE

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XIV

Your Needs Are Met

"Arise, O Soul, and gird thee up anew,
  Though the black camel Death kneel at this gate;
No beggar thou that thou for alms shouldst sue;
  Be the proud captain still of thine own fate."
—KENYON.

YOU'VE heard the story of the old man who called his children to his bedside to give them a few parting words of advice. And this was the burden of it.

"My children," he said, "I have had a great deal of trouble in my life—a great deal of trouble—*but most of it never happened.*"

We are all of us like that old man. Our troubles weigh us down—in prospect—but we usually find that when the

actual need arrives, Providence has devised some way of meeting it.

Dr. Jacques Loeb, a member of the Rockefeller Institute, conducted a series of tests with parasites found on plants, which show that even the lowest order of creatures have the power to call upon Universal Supply for the resources to meet any unusual need.

"In order to obtain the material," reads the report of the tests, "potted rose bushes are brought into a room and placed in front of a closed window. If the plants are allowed to dry out, the aphides (parasites), previously wingless, change to winged insects. After the metamorphosis, the animals leave the plants, fly to the window and then creep upward on the glass.

"It is evident that these tiny insects found that the plants on which they had

been thriving were dead, and that they could therefore secure nothing more to eat and drink from this source. The only method by which they could save themselves from starvation was to grow temporary wings and fly, which they did."

In short, when their source of sustenance was shut off and they had to find the means of migrating or perish, Universal Supply furnished the means for migration.

If Universal Mind can thus provide for the meanest of its creatures, is it not logical to suppose that It will do even more for us—the highest product of creation—if we will but call upon It, if we will but have a little faith? Viewed in the light of Mind's response to the need of those tiny parasites, does it seem so unbelievable that a sea should roll back

while a people marched across it dry-shod? That a pillar of fire should lead them through the wilderness by night? That manna should fall from heaven, or water gush forth from a rock?

In moments of great peril, in times of extremity, when the brave soul has staked its all—those are the times when miracles are wrought, if we will but have faith.

That doesn't mean that you should rest supinely at your ease and let the Lord provide. When you have done all that is in you to do—when you have given of your best—don't worry or fret as to the outcome. Know that if more is needed, your need will be met. You can sit back with the confident assurance that having done your part, you can depend upon the Genie-of-your-Mind to do the rest.

When the little state of Palestine was in danger of being overrun by Egypt on the one hand, or gobbled up by Assyria on the other, its people were frantically trying to decide which horn of the dilemma to embrace, with which enemy they should ally themselves to stave off the other. "With neither," the Prophet Isaiah told them, "in calmly resting your safety lieth; in quiet trust shall be your strength."

So it is with most of the great calamities that afflict us. If we would only "calmly rest, quietly trust," how much better off we should be. But no—we must fret and worry, and nine times out of ten do the wrong thing. And the more we worry and fret, the more likely we are to go wrong.

All of Universal Mind that is necessary to solve any given problem, to meet

any need, is wherever that need may be. Supply is always *where* you are and *what* you need. It matters not whether it be sickness or trouble, poverty or danger, the remedy is there, waiting for your call. Go at your difficulty boldly, knowing that you have infinite resources behind you, and you will find these forces closing around you and coming to your aid.

It's like an author writing a book. For a long time he works in a kind of mental fog, but let him persevere, and there flashes suddenly a light that clarifies his ideas and shows him the way to shape them logically. At the moment of despair, you feel a source of unknown energy arising in your soul.

That doesn't mean that you will never have difficulties. Difficulties are good for you. They are the exercise of your

mind. You are the stronger for having overcome them. But look upon them as mere exercise. As "stunts" that are given you in order that you may the better learn how to use your mind, how to draw upon Universal Supply. Like Jacob wrestling with the Angel, don't let them go until they have blessed you—until, in other words, you have learned something from having encountered them.

Remember this: No matter how great a catastrophe may befall mankind, no matter how general the loss, you and yours can be free from it. There is always a way of safety. There is always an "ark" by which the understanding few can be saved from the flood. The name of that ark is Understanding—understanding of your inner powers.

When the children of Israel were be-

ing led into the promised land, and Joshua had given them their directions, they answered him: "All that thou commandest us we will do, and whithersoever thou sendest us, we will go. . . . Only the Lord thy God be with thee, as He was with Moses."

They came to the river Jordan, and it seemed an insurmountable barrier in their path, but Joshua commanded them to take the Ark of the Covenant, representing God's understanding with them, before them into the Jordan. They did it, and "the waters which came down from above stood and rose up upon an heap. . . . And the priests that bare the Ark of the Covenant of the Lord stood firm on dry ground in the midst of Jordan, and all the Israelites passed over on dry ground, until all the people were passed clean over Jordan."

The Ark of the Covenant

All through the Old Testament, when war and pestilence, fire and flood, were the common lot of mankind, there is constant assurance of safety for those who have this understanding, this "Covenant" with the Lord. "Because thou hast made the Lord which is my refuge —even the Most High—thy habitation, there shall no evil befall thee, neither shall any plague come nigh thy dwelling. For He shall give His angels charge over thee to keep thee in all thy ways."

That is His agreement with us—an agreement which gives us the superiority to circumstances which men have sought from time immemorial. All that is necessary on our side of the agreement is for us to remember the infinite powers that reside within us, to remember that

our mind is part of Universal Mind and as such it can foresee, it can guard against and it can protect us from harm of any kind. We need not run away from trials or try to become stoical towards them. All we need is to bring our understanding to bear upon them—to know that no situation has ever yet arisen with which Universal Mind—and through it our own mind—was not fully competent to deal. To know that the right solution of every problem is in Universal Mind. That we have but to seek that solution and our trial is overcome.

"But where shall Wisdom be found? And where is the place of understanding? Acquaint now thyself with God, and be at peace."

If evil threatens us, if failure, sickness or accident seems imminent, we have

only to decide that these evils do not come from Universal Mind, therefore they are unreal and have no power over us. They are simply the absence of the right condition which Universal Mind knows. Refuse, therefore, to see them, to acknowledge them—and seek through Mind for the right condition which shall nullify them.

If you will do this, you will find that you can appropriate from Mind whatever you require for your needs, *when* you require it. The greater your need, the more surely it will be met, if you can but realize this truth. "Fear not, little flock," said Jesus, "for it is your Father's good pleasure to give you the Kingdom."

Remember that your thought is all-powerful. That it is creative. That there is no limitation upon it of time or space. And that it is ever-available.

Forget your worries. Forget your fears. In place of them, visualize the conditions you would like to see. Realize their availability. Declare to yourself that you already *have* all these things that you desire, that your needs *have* been met. Say to yourself: "How thankful I am that Mind has made all these good things available to me. I have everything that heart could desire to be grateful for."

Every time you do this, you are impressing the thought upon your subconscious mind. And the moment you can convince your subconscious mind of the truth of it—*that moment* your mind will proceed to *make* it true. This is the way to put into practice the Master's advice—"Believe that ye RECEIVE it, and ye SHALL HAVE it."

There is no condition so hopeless, no

cause so far gone, that this truth will not save it. Time and again patients given over by their doctors as doomed have made miraculous recoveries through the faith of some loved one.

"I hope that everyone who reads this Book may gain as much from their first reading as I did," writes a happy subscriber from New York City. "I got such a clear understanding from that one reading that I was able to break the mental chain holding a friend to a hospital bed, and she left the hospital in three days, to the very great astonishment of the doctors handling the case."

In the same way, there are innumerable instances where threatened calamity has been warded off and good come instead. The great trouble with most of us is, we do not *believe*. We insist upon looking for trouble. We

feel that the "rainy day" is bound to come, and we do our utmost to make it a surety by keeping it in our thoughts, preparing for it, fearing it. "Cowards die many times before their deaths; the valiant never taste of death but once." We cross our bridges a dozen times before we come to them. We doubt ourselves, we doubt our ability, we doubt everyone and everything around us. And our doubts sap our energy; kill our enthusiasm; rob us of success. We are like the old lady who "enjoys poor health." We always place that little word "but" after our wishes and desires, feeling deep down that there are some things too good to be true. We think there is a power apart from Good which can withhold blessings that should be ours. We doubt, because we cannot see the way by which our desires can be fulfilled. We put a

limit upon the good that can come to us.

"Prove me now herewith, saith the Lord of Hosts," cried the Prophet Malachi, "if I will not open you the windows of heaven and pour you out a blessing that there shall not be room enough to receive it. . . And all nations shall call you blessed, for ye shall be a delightsome land."

Your mind is part of Universal Mind. And Universal Mind has all supply. You are entitled to, and you can have, just as much of that supply as you are able to appropriate. To expect less is to get less, for it dwarfs your power of receiving.

It doesn't matter what your longings may be, provided they are right longings. If your little son has his heart set on a train and you feel perfectly able to

get him a train, you are not going to hand him a picture book instead. It may be that the picture book would have greater educational value, but the love you have for your son is going to make you try to satisfy his longings as long as those longings are not harmful ones.

In the same way, Universal Mind will satisfy *your* longings, no matter how trivial they may seem, as long as they are not harmful ones. "Delight thyself also in the Lord, and He shall give thee the desires of thine heart."

If we would only try to realize that God is not some far-off Deity, not some stern Judge, but the beneficent force that we recognize as Nature—the life Principle that makes the flowers bud, and the plants grow, that spreads abundance about us with lavish hand. If we could realize that He is the Universal Mind

that holds all supply, that will give us the toy of our childhood or the needs of maturity, that all we need to obtain from Him our Heart's Desire is a right understanding of His availability—then we would lose all our fears, all our worries, all our sense of limitation.

For Universal Mind is an infinite, unlimited source of good. Not only the source of general good, but the specific good things you desire of life. To It there is no big or little problem. The removal of mountains is no more difficult than the feeding of a sparrow.

And to one—like the Master—with a perfect understanding, the "miracle" of raising Lazarus from the dead required no more effort than the turning of the water into wine. He knew that Universal Mind is all power—and there cannot be more than ALL. He knew that

"To know God aright is life eternal." And Jesus knew God aright, so was able to demonstrate this knowledge of life eternal in overcoming sin, disease and death. For it is one and the same law that heals sin, sickness, poverty, heartaches, or death itself. That law is the right understanding of Divine Principle.

But what does this ability to perform "miracles" consist of? What is the power or force by which we can prove this ability? Perhaps the simplest way is to begin with the realization that Universal Mind is man's working power.

The Science of Thought

Can you stretch your mind a bit and try to comprehend this wonderful fact —that the ALL POWERFUL, ALL-KNOWING, EVERLASTING CREATOR and Governor of the infinite uni-

verse, "Who hath measured the waters in the hollow of his hand, and meted out heaven with the span, and comprehended the dust of the earth in a measure, and weighed the mountains in scales, and the hills in a balance," is your working power? In proportion as we understand this fact, and make use of it, in that same proportion are we able to perform our miracles.

Your work is inspired to the extent that you realize the presence of Universal Mind in your work. When you rely entirely on your own conscious mind, your work suffers accordingly. "I can of mine own self do nothing; for the works which the Father hath given me to finish, the same works that I do bear witness of me." The miracles of Jesus bear witness of the complete recognition of God the Father as his working power.

And mind you, this inspiration, this working of Universal Mind with you, is available for all of your undertakings. Mind could not show Itself in one part of your life and withhold Itself from another, since It is all in all. Every rightly directed task, no matter how insignificant or menial it may appear to you, carries with it the inspiration of Universal Mind, since by the very nature of omnipotence, Its love and bestowals must be universal and impartial, "and whatsoever ye do, do it heartily as to the Lord."

Too many of us are like the maiden in the old Eastern legend. A Genii sent her into a field of grain, promising her a rare gift if she would pick for him the largest and ripest ear she could find. His gift to be in proportion to the size and perfection of the ear.

But he made this condition—she must

pluck but one ear, and she must walk straight through the field without stopping, going back or wandering hither and thither.

Joyously she started. As she walked through the grain, she saw many large ears, many perfect ones. She passed them by in scorn, thinking to find an extra-large, super-perfect one farther along. Presently, however, the soil became less fertile, the ears small and sparse. She couldn't pick one of these! Would now that she had been content with an ordinary-sized ear farther back. But it was too late for that. Surely they would grow better again farther on!

She walked on—and on—and always they became worse—'till presently she found herself at the end of the field—*empty handed as when she set out!*

So it is with life. Every day has its

worth-while rewards for work well done. Every day offers its chance for happiness. But those rewards seem so small, those chances so petty, compared with the big things we see ahead. So we pass them by, never recognizing that the great position we look forward to, the shining prize we see in the distance, is just the sum of all the little tasks, the heaped up result of all the little prizes that we must win as we go along.

You are not commanded to pick out certain occupations as being more entitled to the Lord's consideration than others, but "Whatsoever ye do." Whether it be in the exalted and idealistic realms of poetry, music and art, whether in the cause of religion or philanthropy, whether in government, in business, in science, or simply in household cares, "whatsoever ye do" you are entitled to, and *have*

all of inspiration at your beck and call. If you seem to have less than all, it is because you do not utilize your gift.

"Now he that planteth and he that watereth are one; and every man shall receive his own reward according to his own labour. For we are labourers together with God." "All things are yours; and ye are Christ's and Christ's is God's."

How shall you take advantage of this Universal Supply? When next any need confronts you, when next you are in difficulties, close your eyes for a moment and realize that Universal Mind knows how that need can best be met, knows the solution of your difficulties. And that your sub-conscious mind, being part of the Universal Mind, can know this, too. So put your problem up to your subconscious mind with the sublime con-

fidence that it will find the solution. Then forget it for a while. When the time comes, the need will be met.

Dr. Winbigler corroborates the working out of this idea in the following:

"Suggestions lodged in the mind can effect a complete change, morally and physically. If mankind would become in spirit 'as a little child,' trusting in God implicitly, the greatest power would be utilized in the establishment of health and equilibrium, and the results would be untold in comfort, sanity, and blessing. For instance, here is one who is suffering from worry, fear, and the vexations of life. How can he get rid of these things and relieve this suffering? Let him go to a quiet room or place, twice a day, lie down and relax every muscle, assume complete indifference to those things which worry him and the functions of

the body, and quietly accept what God, through this law of demand and supply, can give. In a few days he will find a great change in his feelings, and the sufferings will pass away and life will look bright and promising. Infinite wisdom has established that law; and its utilization by those who are worried and fearful will secure amazing results in a short time.

"The real reason for the change is found in the possibility of recovery by using the laws that God has placed within our reach, and thus securing the coveted health and power for all that we want and ought to do. The subliminal life is the connecting link between man and God, and by obeying His laws, one's life is put in contact with infinite resources and all that God is able and willing to give. Here is the secret of all

the cures of disease, and the foundation for the possibility of a joyful existence, happiness and eternal life. Suggestion is the method of securing what God gives, and the mind is the agent through which these gifts are received. This is not a matter of theory, but a fact. If any one who is sick or who desires to be kept well will have stated periods of relaxation, openmindedness, and faith, he can prove the beneficial and unvarying result of this method."

XV

The Master of Your Fate

"A craven hung along the battle's edge,
And thought, 'Had I a sword of keener steel—
That blue blade that the king's son bears,—but this
blunt thing—!'
And lowering crept away and left the field.
Then came the king's son, wounded, sore bestead
And weaponless, and saw the broken sword,
And ran and snatched it, and with battle-shout
Lifted afresh he hewed his enemy down,
And saved a great cause that heroic day."

—EDWARD ROWLAND SILL.*

WHERE will *you* be at 65?

Five men in six at the age of 65 are living on charity. Just one in twenty is able to live without working at 65.

That is what the American Bankers Association found when it took one hun-

* From "Poems," Houghton, Mifflin Co.

dred healthy men at 25 and traced them to 65.

These hundred were healthy to start with. They all had the same chance for success. The difference lay in the way they used their MINDS. Ninety-five out of one hundred just do the tasks that are set them. They have no faith in themselves—no initiative—none of the courage that starts things. They are always directed or controlled by someone else.

At 65, where will *you* be? Dependent or independent? Struggling for a living—accepting charity from someone else —or at the top of the heap?

"I am the Master of my fate."

Until you have learned that, you will never attain life's full success. Your fate is in your own hands. *You* have the making of it. What you are going to be

six months or a year from now depends upon what you think today.

So make your choice now:

Are you going to bow down to matter as the only power? Are you going to look upon your environment as something that has been wished upon you and for which you are in no way responsible?

Or are you going to try to realize in your daily life that matter is merely an aggregation of protons and electrons subject entirely to the control of Mind, that your environment, your success, your happiness, are all of your own making, and that if you are not satisfied with conditions as they are, you have but to visualize them as you would have them be in order to change them?

The former is the easier way right now—the easy way that leads to the hell of poverty and fear and old age.

But the latter is the way that brings you to your Heart's Desire.

And merely because this Power of Universal Mind is invisible, is that any reason to doubt it? The greatest powers of Nature are invisible. Love is invisible, but what greater power is there in life? Joy is invisible, happiness, peace, contentment. The radio is invisible—yet you hear it. It is a product of the law governing sound waves. Law is invisible, yet you see the manifestation of different laws every day. To run a locomotive, you study the law of applying power, and you apply that law when you make the locomotive go.

These things are not the result of invention. The law has existed from the beginning. It merely waited for man to learn how to apply it. If man had known how to call upon Universal Mind

to the right extent, he could have applied the law of sound waves, the law of steam, ages ago. Invention is merely a revelation and an unfoldment of Universal Wisdom.

That same Universal Wisdom knows millions of other laws of which man has not even a glimmering. You can call upon It. You can use that Wisdom as your own. By thinking of things as they might be instead of as they are, you will eventually find some great Need. And to find a need is the first step towards finding the supply to satisfy that need. You've got to know what you are after, before you can send the Genie-of-your-Mind a-seeking of it in Universal Mind.

The Acre of Diamonds

You remember the story of the poor Boer farmer who struggled for years to

glean a livelihood out of his rocky soil, only to give it up in despair and go off to seek his fortune elsewhere. Years later, coming back to his old farm, he found it swarming with machinery and life—more wealth being dug out of it every day than he had ever dreamed existed. It was the great Kimberley Diamond Mine!

Most of us are like that poor Boer farmer. We struggle along under our surface power, never dreaming of the giant power that could be ours if we would but dig a little deeper—rouse that great Inner Self who can give us more even than any acre of diamonds.

As Orison Swett Marden put it:

"The majority of failures in life are simply the victims of their mental defeats. Their conviction that they cannot succeed as others do robs them of that vigor

and determination which self-confidence imparts, and they don't even half try to succeed.

"There is no philosophy by which a man can do a thing when he thinks he can't. The reason why millions of men are plodding along in mediocrity today, many of them barely making a living, when they have the ability to do something infinitely bigger, is because they lack confidence in themselves. They don't believe they can do the bigger thing that would lift them out of their rut of mediocrity and poverty; they are not winners mentally.

"The way always opens for the determined soul, the man of faith and courage.

"It is the victorious mental attitude, the consciousness of power, the sense of mastership, that does the big things in

this world. If you haven't this attitude, if you lack self-confidence, begin now to cultivate it.

"A highly magnetized piece of steel will attract and lift a piece of unmagnetized steel ten times its own weight. De-magnetize that same piece of steel and it will be powerless to attract or lift even a feather's weight.

"Now, my friends, there is the same difference between the man who is highly magnetized by a sublime faith in himself, and the man who is de-magnetized by his lack of faith, his doubts, his fears, that there is between the magnetized and the de-magnetized pieces of steel. If two men of equal ability, one *magnetized by a divine self-confidence,* the other de-magnetized by fear and doubt, are given similar tasks, one will succeed and the other will fail. The self-confidence of

the one *multiplies his powers a hundred-fold;* the lack of it subtracts a hundred-fold from the power of the other."

Have you ever thought how much of your time is spent in choosing what you shall do, which task you will try, which way you shall go? Every day is a day of decision. We are constantly at cross-roads, in our business dealings, our social relations, in our homes, there is always the necessity of a choice. How important then that we have faith in ourselves and in that Infinite intelligence within. "Commit thy works unto the Lord, and thy thoughts shall be established." "In all thy ways acknowledge him, and he shall direct thy paths."

In this ever-changing material age, with seemingly complex forces all about us, we sometimes cry out that we are driven by force of circumstances. Yet

the fact remains that we do those things which we choose to do. For even though we may not wish to go a certain way, we allow ourselves to pursue it because it offers the least resistance.

> "To every man there openeth
> A way, and ways, and a way.
> And the high soul climbs the high way,
> And the low soul gropes the low:
> And in between, on the misty flats,
> The rest drift to and fro.
> But to every man there openeth
> A high way and a low,
> And every man decideth
> The way his soul shall go."
>
> —JOHN OXENHAM.

Now, how about you? Are you taking active control of your own thought? Are you imaging upon your subconcious mind only such things as you want to see realized? Are you thinking healthy thoughts, happy thoughts, successful thoughts?

The difference between the successful man and the unsuccessful one is not so much a matter of training or equipment. It is not a question of opportunity or luck. It is just in the way they each of them look at things.

The successful man sees an opportunity, seizes upon it, and moves upward another rung on the ladder of success. It never occurs to him that he may fail. He sees only the opportunity, he visions what he can do with it, and all the forces within and without him combine to help him win.

The unsuccessful man sees the same opportunity, he wishes that he could take advantage of it, but he is fearful that his ability or his money or his credit may not be equal to the task. He is like a timid bather, putting in one foot and then drawing it swiftly back again—and

while he hesitates some bolder spirit dashes in and beats him to the goal.

Nearly every man can look back—and not so far back either with most of us—and say, "If I had taken that chance, I would be much better off now."

You will never need to say it again, once you realize that the future is entirely within your own control. It is not subject to the whims of fortune or the capriciousness of luck. There is but one Universal Mind and that mind contains naught but good. In it are no images of Evil. From it comes no lack of supply. Its ideas are as numberless as the grains of sand on the seashore. And those ideas comprise all wealth, all power, all happiness.

You have only to image vividly enough on your subconscious mind the thing you wish, to draw from Universal

Mind the necessary ideas to bring it into being. You have only to keep in mind the experiences you wish to meet, in order to control your own future.

When Frank A. Vanderlip, former President of the National City Bank, was a struggling youngster, he asked a successful friend what one thing he would urge a young man to do who was anxious to make his way in the world. "Look as though you have already succeeded," his friend told him. Shakespeare expresses the same thought in another way—"Assume a virtue if you have it not." Look the part. Dress the part. Act the part. Be successful in your own thought first. It won't be long before you will be successful before the world as well.

David V. Bush, in his book "Applied Psychology and Scientific Living," says:

"Man is like the wireless operator. Man is subject to miscellaneous wrong thought currents if his mind is not in tune with the Infinite, or if he is not keyed up to higher vibrations than those of negation.

"A man who thinks courageous thoughts sends these courageous thought waves through the universal ether until they lodge in the consciousness of someone who is tuned to the same courageous key. Think a strong thought, a courageous thought, a prosperity thought, and these thoughts will be received by someone who is strong, courageous and prosperous.

"It is just as easy to think in terms of abundance as to think in terms of poverty. If we think poverty thoughts we become the sending and receiving stations for poverty thoughts. We send out

a 'poverty' mental wireless and it reaches the consciousness of some poverty-stricken 'receiver.' We get what we think.

"It is just as easy to think in terms of abundance, opulence and prosperity as it is to think in terms of lack. limitation and poverty.

"If a man will raise his rate of vibration by faith currents or hope currents, these vibrations go through the Universal Mind and lodge in the consciousness of people who are keyed to the same tune. Whatever you think is sometime, somewhere, received by a person who is tuned to your thought key.

"If a man is out of work and he thinks thoughts of success, prosperity, harmony, position and growth, just as surely as his thoughts are things—as Shakespeare says—someone will receive

his vibrations of success, prosperity, harmony, position and growth.

"If we are going to be timid, selfish, penurious and picayunish in our thinking, these thought waves which we have started in the universal ether will go forth until they come to a mental receiving station of the same caliber. 'Birds of a feather flock together,' and minds of like thinking are attracted one to the other.

"If you need money, all you have to do is to send up your vibrations to a strong, courageous receiving station, and someone who can meet your needs will be attracted to you or you to him."

When you learn that you are entitled to win—in any right undertaking in which you may be engaged—*you will win.* When you learn that you have a right to a legitimate dominion over your

own affairs, *you will have dominion over them.* The promise is that we can do all things through the Mind that was in Christ.

Universal Mind plays no favorites. No one human being has any more power than any other. It is simply that few of us use the power that is in our hands. The great men of the world are in no wise SUPER Beings. They are ordinary creatures like you and me, who have stumbled upon the way of drawing upon their subconscious mind—and through it upon the Universal Mind. Speaking of Henry Ford's phenomenal success, his friend Thomas A. Edison said of him—"He draws upon his subconscious mind."

The secret of being what you have it in you to be is simply this: Decide now what it is you want of life, exactly what

you wish your future to be. Plan it out in detail. Vision it from start to finish. See yourself as you are now, doing those things you have always wanted to do. Make them REAL in your mind's eye —feel them, live them, believe them, especially at the moment of going to sleep, when it is easiest to reach your subconscious mind—and you will soon be seeing them in real life.

It matters not whether you are young or old, rich or poor. The time to begin is NOW. It is never too late. Remember those lines of Appleton's:*

"I knew his face the moment that he passed
Triumphant in the thoughtless, cruel throng—
I gently touched his arm—he smiled at me—
He was the Man that Once I Meant to Be!

"Where I had failed, he'd won from life, Success;
Where I had stumbled, with sure feet he stood;

* From "The Quiet Courage." D. Appleton & Co., New York.

Alike—yet unalike—we faced the world,
And through the stress he found that life was good.
And I? The bitter wormwood in the glass,
The shadowed way along which failures pass!
Yet as I saw him thus, joy came to me—
He was the Man that Once I Meant to Be!

"We did not speak. But in his sapient eyes
I saw the spirit that had urged him on,
The courage that had held him through the fight
Had once been mine. I thought, 'Can it be gone?'
He felt that unasked question—felt it so
His pale lips formed the one-word answer, 'No!'

. . . . . .

"Too late to win? No! Not too late for me—
He is the Man that Still I Mean to Be!"

XVI

Unappropriated Millions

"Somebody said that it couldn't be done,
But he with a chuckle replied
That 'maybe it couldn't,' but he would be one
Who wouldn't say so till he'd tried.
So he buckled right in with the trace of a grin
On his face. If he worried he hid it.
He started to sing as he tackled the thing
That couldn't be done, and he did it."

—EDGAR A. GUEST.*

THE main difference between the mind of today and that of our great-great-grandfathers was that in their day conditions were comparatively static, whereas today they are dynamic. Civilization ran along for centuries with comparatively little change. Most people lived and died in the places where they were born. They followed

* From "The Path to Home." The Reilly & Lee Co.

their fathers' avocations. Seldom, indeed, did one of them break out of the class into which he had been born. Almost as seldom did they even *think* of trying to. No wonder, then, that civilization made little progress.

Today we are in the presence of continual change. Men are imbued with that divine unrest which is never satisfied with conditions as they are, which is always striving for improvement. And *thought* is the vital force behind all this change.

Your ability to think is your connecting link with Universal Mind, that enables you to draw upon It for inspiration, for energy, for power. Mind is the energy in *static* form. Thought is the energy in *dynamic* form.

And because life is dynamic—not static; because it is ever moving forward

—not standing still; your success or failure depends entirely upon the *quality* of your thought.

For thought is creative energy. It brings into being the things that you think. Think the things you would see manifested, see them, *believe* them, and you can leave it to your subconscious mind to bring them into being.

Your mind is a marvelous storage battery of power on which you can draw for whatever things you need to make your life what you would have it be. It has within it all power, all resource, all energy—but YOU are the one that must use it. All that power is static unless you make it dynamic. In the moment of creative thinking your conscious mind becomes a Creator—it partakes of the power of Universal Mind. And there is nothing static about one who

shares that All-power. The resistless Life Energy within him pushes him on to new growth, new aspirations. Just as the sap flowing through the branches of the trees pushes off the old dead leaves to make way for the new life, just so you must push away the old dead thoughts of poverty and lack and disease, before you can bring on the new life of health and happiness and unlimited supply.

This life is in all of us, constantly struggling for an outlet. Repress it—and you die. Doctors will tell you that the only reason people grow old is because their systems get clogged. The tiny pores in your arteries get stopped up. You don't throw off the old. You don't struggle hard enough, and the result is you fall an easy victim to failure and sickness and death.

Remember the story of Sinbad the Sailor, and the Old Man of the Sea? The Old Man's weight was as nothing when Sinbad first took him on his shoulders, but he clung there and clung there, slowly but surely sapping Sinbad's strength, and he would finally have killed him as he had killed so many others if Sinbad, by calling to his aid all his mental as well as his physical resources, had not succeeded in shaking him off.

Most of us have some Old Man of the Sea riding us, and because he clings tightly and refuses to be easily shaken off, we let him stay there, sapping our energies, using up our vitality, when to rid us of him it is only necessary to call to our aid ALL our resources, mental as well as physical, for one supreme effort.

When a storm arises, the hardy mariner doesn't turn off steam and drift help-

lessly before the wind. That might be the easy way, but that way danger lies. He turns on more steam and fights against the gale. And so should you. There is a something within you that thrives on difficulties. You prize that more which costs an effort to win. You need to blaze new trails, to encounter unusual hardships, in order to reach your hidden mental resources, just as the athlete needs to exert himself to the utmost to reach his "second wind."

Have you ever seen a turtle thrown on its back? For a while it threshes around wildly, reaching for something outside to take hold of that shall put it on its feet. Just as we humans always look for help outside ourselves first. But presently he draws all his forces within his shell, rests a bit to regain his strength, and then throws his whole

force to one side—legs, head, tail, and all—*and over he goes!*

So it is with us. When we realize that the power to meet any emergency is within ourselves, when we stop looking outside for help and intelligently call upon Mind in our need, we shall find that we are tapping Infinite Resource. We shall find that we have but to center all those resources on the one thing we want most—to get anything from life that it has.

As Emerson put it, when we once find the way to get in touch with Universal Mind we are—

". . . owner of the sphere,
Of the seven stars and the solar year,
Of Cæsar's hand and Plato's brain,
Of the Lord Christ's heart and Shakespeare's strain."

XVII

The Secret of Power

"The great were once as you.
They whom men magnify today
Once groped and blundered on life's way
Were fearful of themselves, and thought
By magic was men's greatness wrought.
They feared to try what they could do;
Yet Fame hath crowned with her success
The selfsame gifts that you possess."

—EDGAR A. GUEST.*

THERE is a woman in one of the big Eastern cities whose husband died a year or two ago and left her nearly $100,000,000. She has unlimited power in her hands—yet she uses none of it. She has unlimited wealth—yet she gets no more from it

* Published by permission of The International Magazine Co. (Cosmopolitan Magazine). Copyright, 1921.

than if it were in the thousands instead of millions. She knows nothing of her power, of her wealth. She is insane.

You have just as great power in your hands—without this poor woman's excuse for not using it.

You have access to unlimited ideas, unlimited energy, unlimited wealth. The "Open, Sesame!" is through your subconscious mind.

So long as you limit yourself to superficial conditions, so long as you are a mere "hewer of wood or carrier of water" for those around you who *do* use their minds, you are in no better position than the beasts of burden.

The secret of power is in understanding the infinite resources of your own mind. When you begin to realize that the power to do anything, to be anything, to have anything, is within

yourself, then *and then only* will you take your proper place in the world.

As Bruce Barton has it in "The Man Whom Nobody Knows"—

"Somewhere, at some unforgetable hour, the daring filled His (Jesus) heart. He knew that He was bigger than Nazareth."

Again in speaking of Abraham Lincoln, Barton says—"Inside himself he felt his power, but where and when would opportunity come?" And later in the book—

"But to every man of vision the clear voice speaks. Nothing splendid has ever been achieved except by those who dared believe that *something inside them was superior to circumstance.*"

No doubt Jesus' friends and neighbors all ridiculed the idea of any such power within Him. Just as most peo-

ple today laugh at the thought of a power such as that within themselves.

So they go on with their daily grind, with the gaunt spectres of sickness and need ever by their side, until death comes as a welcome relief. Are you going to be one of those? Or will you listen to that inner consciousness of power and find the "Kingdom of Heaven that is within you." For whatever you become conscious of, will be quickly brought forth into tangible form.

Don't judge your ability by what you have done in the past. Your work heretofore has been done with the help of your conscious mind alone. Add to that the infinite knowledge at the disposal of your subconscious mind, and what you have done is as nothing to what you will do in the future.

For knowledge does not apply itself.

It is merely so much static energy. You must convert it into dynamic energy by the power of your thought. The difference between the $25-a-week clerk and the $25,000-a-year executive is solely one of thought. The clerk may have more brains than the executive—frequently *has* in actual weight of gray matter. He may even have a far better education. But he doesn't know how to apply his thought to get the greatest good from it.

If you have brains, *use* them. If you have skill, *apply* it. The world must profit by it, and therefore you.

We all have inspired moments when we see clearly how we may do great things, how we may accomplish wonderful undertakings. But we do not believe in them enough to make them come true. An imagination which be-

gins and ends in day-dreaming is weakening to character.

Make the day-dreams come true. Make them so clear and distinct that they impress themselves upon your subconscious mind. There's nothing wrong with day-dreaming, except that most of us stop there. We don't try to make the dreams come true. The great inventor, Tesla, "dreams" every new machine complete and perfect in every particular before ever he begins his model for it. Mozart "dreamed" each of his wonderful symphonies complete before ever he put a note on paper. But they didn't stop with the dreaming. They visualized those dreams, *and then brought them into actuality.*

We lose our capacity to have visions if we do not take steps to realize them.

Power implies service, so concentrate

all your thought on making your visions of great deeds come true. Thinking is the current that runs the dynamo of power. To connect up this current so that you can draw upon universal supply through your subconscious mind, is to become a Super-man. Do this, and you will have found the key to the solution of every problem of life.

XVIII

This One Thing I Do

"How do you tackle your work each day?
Do you grapple the task that comes your way
With a confident, easy mind?
Do you start to toil with a sense of dread
Or feel that you're going to do it?

"You can do as much as you think you can,
But you'll never accomplish more;
If you're afraid of yourself, young man,
There's little for you in store.
For failure comes from the inside first,
It's there, if we only knew it,
And you can win, though you face the worst,
If you feel that you're going to do it."

—EDGAR A. GUEST.*

HOW did the Salvation Army get so much favorable publicity out of the War? They were a comparatively small part of the "Services" that catered to the boys "over there,"

* From "A Heap o' Livin'." The Reilly & Lee Co.

yet they carried off the lion's share of the glory. Do you know how they did it?

By concentrating on just one thing—DOUGHNUTS!

They served doughnuts to the boys—and they did it *well*. And that is the basis of all success in business—to focus on one thing and do that thing well. Better far to do one thing pre-eminently well than to dabble in forty.

Two thousand years ago, Porcius Marcus Cato became convinced, from a visit to the rich and flourishing city of Carthage, that Rome had in her a rival who must be destroyed. His countrymen laughed at him. He was practically alone in his belief. But he persisted. He concentrated all his thought, all his faculties, to that one end. At the end of every speech, at the end of every talk,

he centered his hearers' thought on what he was trying to put over by epitomizing his whole idea in a single sentence—"Carthage must be destroyed!" And *Carthage was destroyed.*

If one man's concentration on a single idea could destroy a great nation, what can you not do when you apply that same principle to the *building* of a business?

I remember when I was first learning horsemanship, my instructor impressed this fact upon me: "Remember that a horse is an animal of one idea. You can teach him only one thing at a time."

Looking back, I'd say the only thing wrong with his instruction was that he took in too little territory. He need not have confined himself to the horse. Most humans are the same way.

In fact, you can put ALL humans

into that class if you want a thing done well. For you cannot divide your thought and do justice to any one of the different subjects you are thinking of. You've got to do one thing at a time. The greatest success rule I know in business—the one that should be printed over every man's desk, is—"This One Thing I Do." Take one piece of work at a time. Concentrate on it to the exclusion of all else. *Then finish it!* Don't half-do it, and leave it around to clutter up your desk and interfere with the next job. Dispose of it completely. Pass it along wherever it is to go. Be through with it *and forget it!* Then your mind will be clear to consider the next matter.

"The man who is perpetually hesitating which of two things he will do first," says William Wirt, "will do

neither. The man who resolves, but suffers his resolution to be changed by the first counter-suggestion of a friend—who fluctuates from plan to plan and veers like a weather-cock to every point of the compass with every breath of caprice that blows—can never accomplish anything real or useful. It is only the man who first consults wisely, then resolves firmly, and then executes his purpose with inflexible perseverance, undismayed by those petty difficulties that daunt a weaker spirit, that can advance to eminence in any line."

Everything in the world, even a great business, can be resolved into atoms. And the basic principles behind the biggest business will be found to be the same as those behind the successful running of the corner newsstand. The whole practice of commerce is founded upon

them. Any man can learn them, but only the alert and energetic can apply them. The trouble with most men is that they think they have done all that is required of them when they have earned their salary.

Why, that's only the beginning. Up to that point, you are working for someone else. From then on, you begin to work for yourself. Remember, you must *give* to *get*. And it is when you give that *extra* bit of time and attention and thought to your work that you begin to stand out above the crowd around you.

Norval Hawkins, for many years General Manager of Sales for the Ford Motor Company, wrote that "the greatest hunt in the Ford business right now is the MAN hunt." And big men in every industrial line echo his words. When it comes to a job that needs real

ability, they are not looking for relatives or friends or men with "pull." They want a MAN—and they will pay any price for the right man.

Not only that, but they always have a weather eye open for promising material. And the thing they value most of all is INITIATIVE.

But don't try to improve the whole works at once. Concentrate on one thing at a time. Pick some one department or some one process or some one thing and focus all your thought upon it. Bring to bear upon it the limitless resources of your subconscious mind. Then prepare a definite plan for the development of that department or the improvement of that process. Verify your facts carefully to make sure they are workable. *Then*—and not till then—present your plan.

In "Thoughts on Business," you read: "Men often think of a position as being just about so big and no bigger, when, as a matter of fact, a position is often what one makes it. A man was making about $1,500 a year out of a certain position and thought he was doing all that could be done to advance the business. The employer thought otherwise, and gave the place to another man who soon made the position worth $8,000 a year—at exactly the same commission.

"The difference was in the man—in other words, in what the two men thought about the work. One had a little conception of what the work should be, and the other had a big conception of it. One thought little thoughts, and the other thought big thoughts.

"The standards of two men may differ, not especially because one is natu-

rally more capable than the other, but because one is familiar with big things and the other is not. The time was when the former worked in a smaller scope himself, but when he saw a wider view of what his work might be he rose to the occasion and became a bigger man. It is just as easy to think of a mountain as to think of a hill—when you turn your mind to contemplate it. The mind is like a rubber band—you can stretch it to fit almost anything, but it draws in to a smaller scope when you let go.

"Make it your business to know what is the best that might be in your line of work, and stretch your mind to conceive it, and then devise some way to attain it.

"Big things are only little things put together. I was greatly impressed with this fact one morning as I stood watching the workmen erecting the steel frame-

work for a tall office building. A shrill whistle rang out as a signal, a man over at the engine pulled a lever, a chain from the derrick was lowered, and the whistle rang out again. A man stooped down and fastened the chain around the center of a steel beam, stepped back and blew the whistle once more. Again the lever was moved at the engine, and the steel beam soared into the air up to the sixteenth story, where it was made fast by little bolts.

"The entire structure, great as it was, towering far above all the neighboring buildings, was made up of pieces of steel and stone and wood, put together according to a plan. The plan was first imagined, then penciled, then carefully drawn, and then followed by the workmen. It was all a combination of little things.

"It is encouraging to think of this when you are confronted by a big task. *Remember that it is only a group of little tasks, any of which you can easily do.* It is ignorance of this fact that makes men afraid to try."

One of the most essential requisites in the accomplishment of any important work is patience. Not the patience that sits and folds its hands and waits—Micawber like—for something to turn up. But the patience that never jeopardizes or upsets a plan by forcing it too soon. The man who possesses that kind of patience can always find plenty to do in the meantime.

Make your plan—then wait for the opportune moment to submit it. You'd be surprised to know how carefully big men go over suggestions from subordinates which show the least promise. One

of the signs of a really big man, you know, is his eagerness to learn from everyone and anything. There is none of that "know it all" about him that characterized the German general who was given a book containing the strategy by which Napoleon had for fifteen years kept all the armies of Europe at bay. "I've no time to read about bygone battles," he growled, thrusting the book away, "I have my own campaign to plan."

There is priceless wisdom to be found in books. As Carlyle put it—"All that mankind has done, thought, gained or been—it is lying in matchless preservation in the pages of books."

The truths which mankind has been laboriously learning through countless ages, at who knows what price of sweat and toil and starvation and blood—all are yours for the effort of reading them.

And in business, knowledge was never so priceless or so easily acquired. Books and magazines are filled with the hows and whys, the rights and wrongs of buying and selling, of manufacturing and shipping, of finance and management. They are within the reach of anyone with the desire to KNOW.

Nothing pays better interest than judicious reading. The man who invests in more knowledge of his business than he needs to hold his job, is acquiring capital with which to get a better job.

As old Gorgon Graham puts it in "The Letters of a Self-Made Merchant To His Son"—

"I ain't one of those who believe that a half knowledge of a subject is useless, but it has been my experience that when a fellow has that half knowledge, he finds it's the other half which would really come in handy.

"What you know is a club for yourself, and

what you don't know is a meat-ax for the other fellow. That is why you want to be on the lookout all the time for information about the business and to nail a fact just as a sensible man nails a mosquito—the first time it settles near him."

The demands made upon men in business today are far greater than in any previous generation. To meet them, you've got to use your talents to the utmost. You've got to find in every situation that confronts you, the best, the easiest and the quickest way of working it out. And the first essential in doing this is to plan your work ahead.

You'd be surprised at how much more work you can get through by carefully planning it, and then taking each bit in order and disposing of it before starting on the next.

Another thing—once started at work, don't let down. Keep on going until it is time to quit. You know how much

power it takes to start an auto that is standing motionless. But when you get it going, you can run along in high at a fraction of the expenditure of gas. It is the same way with your mind. We are all mentally lazy. We hate to start using our minds. Once started, though, it is easy to keep along on high, if only we won't let down. For the moment we let down, we have that starting to do all over again. You can accomplish ten times as much, with far less effort or fatigue, if you will keep right on steadily instead of starting and stopping, and starting and stopping again.

Volumes have been written about personal efficiency, and general efficiency, and every other kind of efficiency in business. But boiled down, it all comes to this:

1—Know what you want.

2—Analyze the thing you've got to do to get it.

3—Plan your work ahead.

4—Do one thing at a time.

5—Finish that one thing and send it on its way before starting the next.

6—Once started, KEEP GOING!

And when you come to some problem that "stumps" you, give your subconscious mind a chance.

Frederick Pierce, in "Our Unconscious Mind," gives an excellent method for solving business problems through the aid of the subconscious:

"Several years ago, I heard a successful executive tell a group of young men how he did his work, and included in the talk was the advice to prepare at the close of each day's business, a list of the ten most important things for the next day. To this I would add: Run them

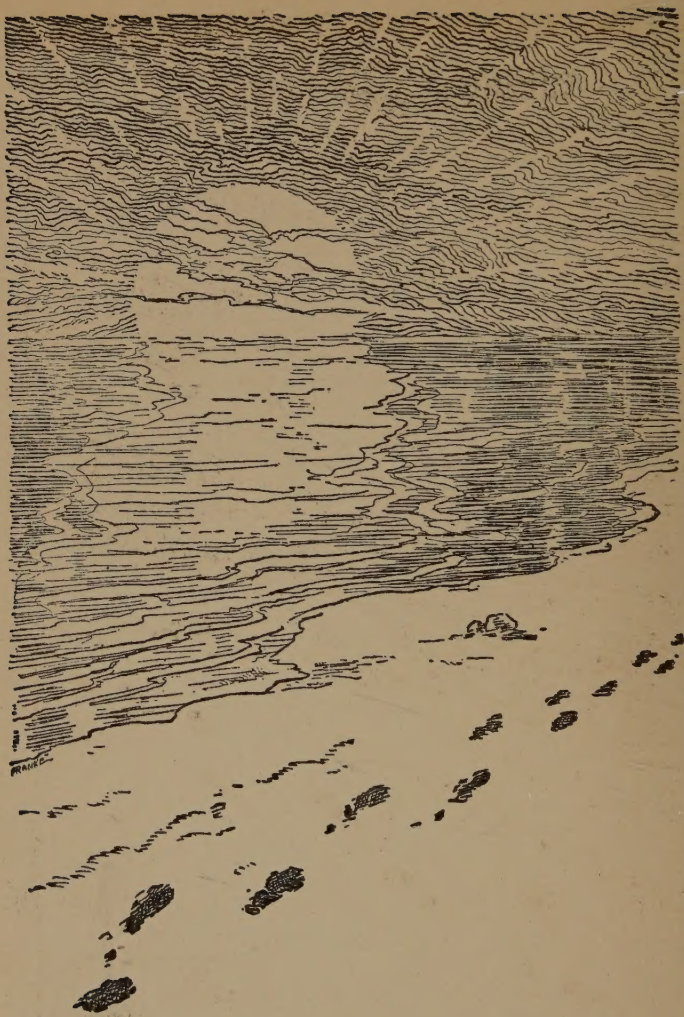
over in the mind just before going to sleep, not thoughtfully, or with elaboration of detail, but with the sure knowledge that the deeper centers of the mind are capable of viewing them constructively even though conscious attention is surrendered in sleep.

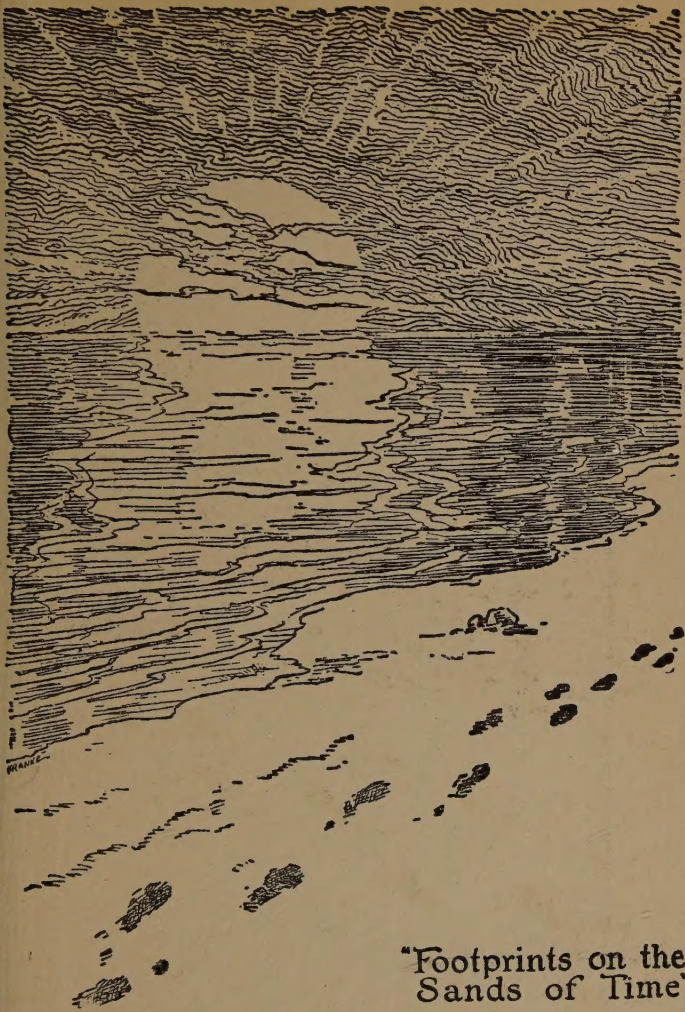
"Then, if there is a particular problem which seems difficult of solution, review its features lightly as a last game for the imaginative unconscious to play at during the night. Do not be discouraged if no immediate results are apparent. Remember that fiction, poetry, musical composition, inventions, innumerable ideas, spring from the unconscious, often in forms that give evidence of the highest constructive elaboration.

"Give your unconscious a chance. Give it the material, and stimulate it with keenly dwelt-on wishes along frank

Ego Maximation lines. It is a habit which, if persisted in, will sooner or later present you with some very valuable ideas when you least expect them."

I remember reading of another man—a genius at certain kinds of work—who, whenever an especially difficult problem confronted him, "slept on it." He had learned the trick as a child. Unable to learn his lessons one evening, he had kept repeating the words to himself until he dozed in his chair, the book still in his hands. What was his surprise, on being awakened by his father a few minutes later to find that he knew them perfectly! He tried it again and again on succeeding evenings, and almost invariably it worked. Now, whenever a problem comes up that he cannot solve, he simply stretches out on a lounge in his office, thoroughly relaxes, *and lets his subconscious mind solve the problem!*





"Footprints on the Sands of Time"